

LEATHER *and* SHOES

The International Shoe and Leather Weekly

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for 1952

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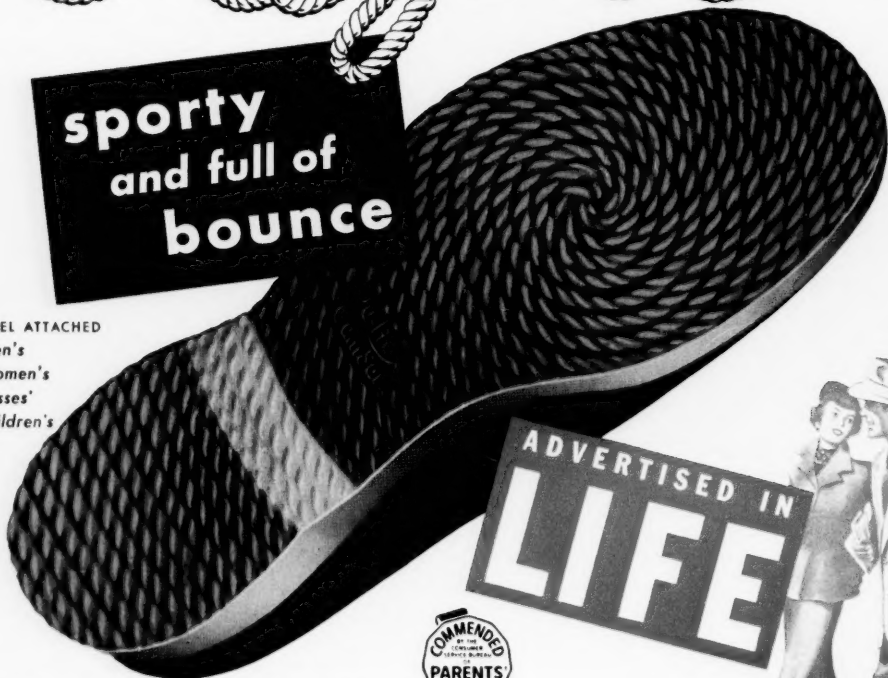
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This column invites the opinions of all L&S readers.

Find New Markets

Sirs:

I have read your editorial, "Tanners—Stick to Your Last" in your December 15th issue. I thoroughly disagree with your idea that the tanners concentrate on the shoe industry alone, to correct their increasing problem.

Advertising men and progressive thinkers in our industry agree with me, I believe, when I say that we not only have to stick to the shoe industry to improve our product for them but that we have to give our wholehearted support to research and publicity, directed at expanding markets for leather. The public not only likes leather in shoes but in a host of other items. New tannages, new finishes and new treatments of leather in design should give us markets that are completely new ones. I, for one, feel that we have to look beyond the shoe industry and I am doing everything I can to find new markets beyond the field and also improve our leathers for the shoe manufacturers.

H. K. Dugdale
President

Beadenkopf Leather Co.
Wilmington, Del.



January 5, 1952

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No. 1

FEATURES

- STYLESPECTOR 6
A SUGGESTED PROGRAM FOR INDUSTRY SPONSORED
SHOE RESEARCH, By Robert B. Hobbs 8

THE NEWS

- MASSACHUSETTS SHOE PACT RATIFIED
REVISE 10 MONTHS' 1951 SHOE TOTALS
NAVY CUTS FOOTWEAR PRICES
NEW HIDE PERMITS ANNOUNCED

DEPARTMENTS

- Editorial 4 Tanning Materials 21 Deaths 34
News X-Ray 11 Hides and Skins 22 Advertisers' Index 34
News 12 News Quicks 25 Coming Events 34
Leather Markets 18

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LEATHER and SHOES

3

1952 — THE GREAT OPPORTUNITY

Pockets bulge, the buying pulse quickens — but are we ready?

WHENEVER shoe business has been poor, the industry has always sought to rationalize the situation, to find an excuse for the cause. One of the favorite and perennial excuses has been, "The consumer is broke and can't afford to buy." The industry is usually quick to accept this off-the-cuff excuse and sits back with resignation to wait out the sales drought.

We now enter 1952 with customary uncertainty. The same excuse—"the consumer is broke, can't afford to buy"—permeates the air.

That is a monstrous myth. It's time to take a hard look at the facts and see them for what they really are — a wonderful opportunity for shoe business.

Consumer savings now stand at the highest level in peacetime history. They are the highest since the 1945 all-time peak, a part-war year when savings hit \$23 billions. Savings are now at the current rate of \$22 billions, a fabulous backlog of potential buying power.

The blow that struck business in 1951 instantly becomes evident from the figures on savings. During the first quarter, savings were at an annual rate of \$8.5 billions, relatively low. That was the quarter of the buying boom. Then suddenly buying stopped, and in the second quarter savings leaped to an annual rate of \$20 billions, went to \$22 in the third quarter, fell a little to \$20.5 billions in the fourth (due to Xmas spending), and now are again at an estimated \$22 billions.

Putting it another way, in 1951 consumers laid aside \$1 out of every \$10 after taxes. In 1950, they set aside only 50 cents out of each \$10. Thus, last year the savings rate doubled.

This currently high rate of savings would be impossible if it were true that "the consumer is broke and can't afford to buy." Contrarily, the consumer is actually flush and quite able to buy. His money has gone into

savings because he has *not been willing* to buy.

One of the most significant facts behind these figures is that current savings are *liquid*. It is the kind of savings that can be converted into cash quickly. This may indicate a vital clue to buying potential—that consumers are holding a large bag of cash in buying readiness, *provided the buying incentive is created by business*.

Another significant factor: it is rare that one high-savings year follows another. Savings in 1946 were at \$12 billions, dropped to \$3.9 billions in 1947, rose to \$10.5 billions in 1948, fell again to \$6.3 billions in 1949. So the pattern appears to go—up and down.

Important Factor

This factor of *liquid* cash savings is important. For instance, in the third quarter of 1951, liquid or cash savings were six times above the same period of 1950. In the third quarter of 1951, corporation securities, another form of liquid savings, showed a gain equal to the entire year of 1950. Consumer debt and consumer credit has shown substantial drops of late. This denotes less money owed on present and near-future income, and more to save or spend.

Now, there is strong evidence of a public "psychology" behind this high level of liquid savings as opposed to non-liquid savings (mortgages, long-term bonds, etc.). It indicates several things, most important being:

1. The public is able to buy.
2. The public is on the verge of expanded buying.

LandS Editorial

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1000-3000, 2½c each; 5000 or over,
1½c each.

Keep in mind that family incomes, employment and wages in 1952 will reach the highest levels in our history. Combine this with the currently peak levels of cash savings available for spending. Add to this the past nine months of buying drought, resulting in substantial reduction of "inventories" in consumers' hands—goods purchased in the spree of 1950 and early 1951. Add again the decline of many prices on the basis of lower costs plus desire to lure sales.

What does it total? Spending in 1952. Big spending. Not a boom but one of robust business health.

Obviously, this does not mean necessarily a "big" year for all industries, commodities or products. Some, especially those suffering raw materials shortages, will of course see lower sales. The "stable" industries, such as shoes, may get no larger share than in an ordinary year.

But the great mistake the shoe industry can make is to resign itself to ordinary business in an extraordinary year ahead. The pessimist sees an obstacle in every opportunity, while the optimist sees an opportunity in every obstacle. We think this deserves an optimistic outlook.

If the whole retail section of shoe business recognizes the opportunities in the facts and figures presented here and makes a hard drive for added sales, 1952 can prove to be a record unit shoe-sales year at retail. First, if the consumer is able to buy, aggressive merchandising must *make him willing* to buy. But retail shoe business will have to go all-out in its drive to bring a larger share of those spendable dollars into *shoe* stores in competition with other goods.

If shoe business in this year of opportunity adopts the sit-back-and-wait-for-customers attitude, a great opportunity will fizzle. If it shoots the works in energy, imagination and vision, it may for once recognize and appreciate its own great strength relative to other competitive products.

5
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advantages for
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SHOE FASHION NEWS AND TRENDS

Color in women's shoes will run riot this Spring and Summer. Will it create havoc in shoe business? Factories now engaged in filling orders for Spring. Racks look like a Cecil B. DeMille technicolor production. When these shoes hit store windows, reaction on consumers will be interesting. But which color will an individual woman or girl choose?

Choice ranges through pink, violet, yellow, green, orange, purple, blue, etc., plus a multitude of variations on these themes. Even if individual consumer decides she would like a blue shoe, for instance, while another might choose pink, sales on any or all of these colors bound to be spotty.

A new idea in infants'-children's shoes. "Buntees" (R. J. Potvin Shoe Co., Brockton) introduces low-cut shoes (up to size 8) as against the conventional high types. These shoes are cut particularly low just below the ankles to prevent friction. To keep the shoe on the foot the saddle portion of the oxford, plus eye rows, come up higher on the instep, securing the shoe on the foot. Idea, according to Potvin, has enthusiastic support of pediatricians, as medical trend is toward low-cut shoes for small children as against high types which bind ankle during vital growth and development period.

Strippings due for bigger-than-ever season. Popularity of this type shoe has been gaining steadily. Stripping-type sandals have become all-year round fashion. Spring and Summer 1952 outlook very strong. Strippings receiving big play from retailers throughout country and factories now filled with many orders for these types. Possibilities in styling seem limitless. Acceptance of these has added stimulus to interest and imaginative designing. Initial attempts found many problems in construction, fit and comfort. However, these now resolved and near-future for stripping and stripping type shoes continues to look very good.

Rumors about turned-up toes just rumors. Not too long ago word went around industry that by Spring or Summer fashion would turn toes up. Rumors hit consumer press, also. A syndicate story went over wires, appearing in papers throughout nation, that shoe designers were predicting turned-up toes for Spring. This trend also appeared in British footwear magazines recently in styles from the Continent.

Recent appearance of at-home shoes and more stylized slippers have relied on this design feature for added attraction. This toe interest also appears from time to time

in casual shoes with covered uppers, mostly in line with construction savings. Several years ago this feature was incorporated in the I. Miller line but was not carried through in subsequent seasons because of lack of acceptance.

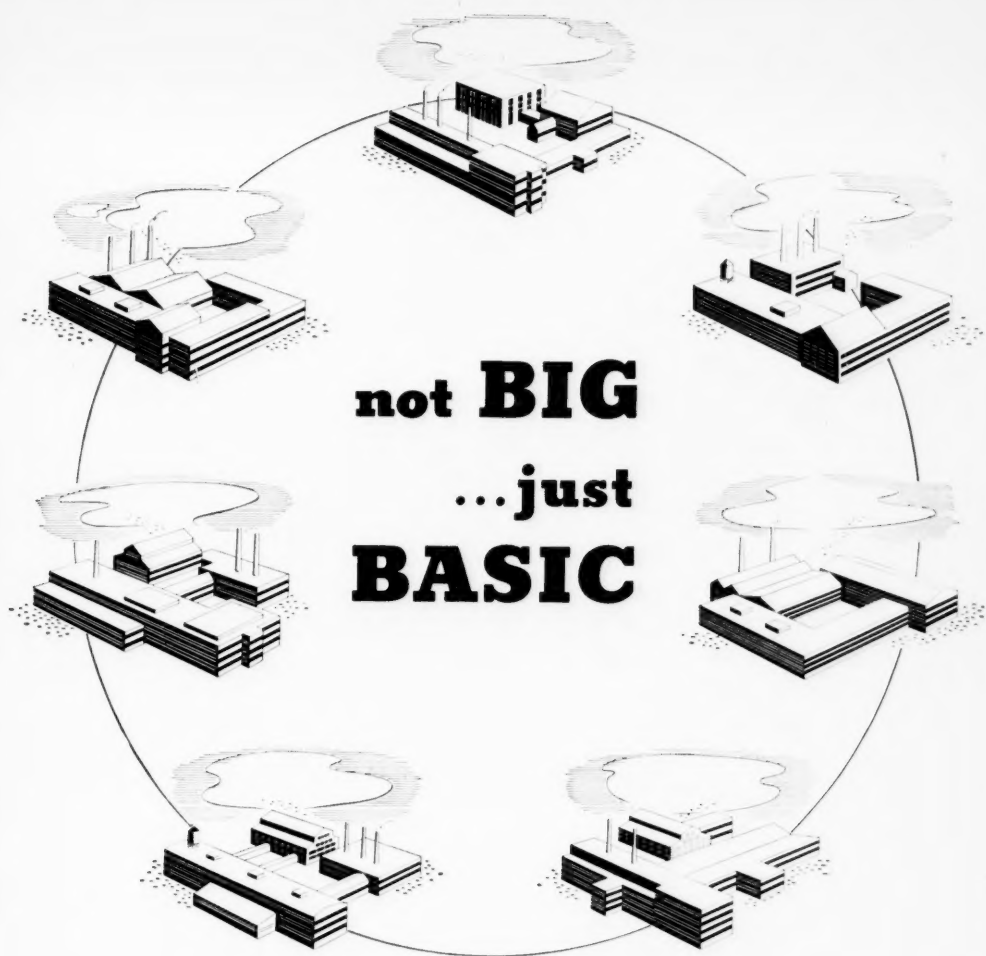
Turned-up toe is now readily accepted as being right in at-home types and novelty casuals. Its potential as a feature in street or dress shoes is obviously extremely limited and too promotional to become an important trend. The only question left unanswered is why the consumer press seems to consistently report vague rumors in shoe styles as authentic shoe fashion news, rather than present a true picture of what is in store for any given season. Could the industry be at fault in its publicity methods or co-ordination—or lack of proper publicity?

White buck is new bobby-sox brigade craze. Started in universities and colleges throughout country, a fad for white buckskin oxfords has been gaining momentum. Trend has moved down into teen-ages, with hep high-schoolers adopting style as The shoe for school. Loafer types and saddle oxfords dropping into the background.

Cheese cake sells shoes. Indianapolis department store featured unique window display. Mannequins shown wearing shoes, window curtains drawn so that only legs from knees down showed. Public attracted. In London, department store featured shoes placed around a platform in center back of window. Live models showed various shoes on platform. Again curtains drawn so that only legs showed, from knees down. Proved to be traffic stopper, but even cops didn't mind. Reports are that thousands jammed streets watching show. Novel ideas of this type stimulate sales. Shoe dealers, with a little imagination, can glamorize shoe displays.

Shoe industry is style-hungry. Leather And Shoes' national survey of shoe manufacturers and retailers asked what was most needed to boost shoe consumption in '52. Abundance of replies stressed stronger styling: "... Industry-wide promotions" ... "More frequent appearance of new styles" ... "More dramatization of styles" ... "Stronger seasonal promotions" ... "More emphasis on fashion." Industry deeply conscious of fresh fashions for increased sales. Not just "a lot of styles" but new fashions to make a positive impression and catch imagination of public.

Rosalie Margbanian



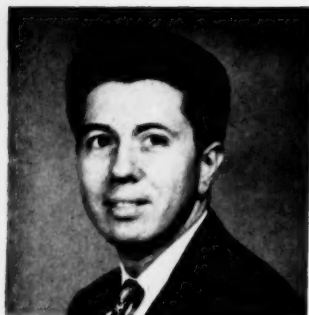
**not BIG
...just
BASIC**

It is basic to be larger than just large enough — to have house room for the next customer after he's been welcomed in. It is basic, too, to have what it takes to bring him in and to have ready for him the goods and service he is looking for. To make better box toes — and enough of them — it became basic for us to own and operate a felt mill, a rubber plant, and finally a plastics fabricating division as supplements

to our impregnating and calendering units. In order to reconcile manufacturing processes to new raw materials — to coordinate box toe activation to speedier shoe lasting — to develop clean, white thermoplastic toes that permanently attach to shoe linings, it became basic to research new fields from electronics to metallurgy. We find ourselves liking the job, as you will like the results of it.

Beckwith **BOX
TOES**

Beckwith Manufacturing Company, Dover, New Hampshire, and its subsidiaries, Arden-Rayshine Company, Watertown, Mass.; Beckwith Mfg. Co. of Wisconsin, (Milwaukee); Beckwith Box Toe, Limited, Sherbrooke, P. Q., Canada; are manufacturers of conformable shoe foundation materials. Other subsidiaries include Victory Plastics Co., Hudson, Mass., plastics fabricators; Felt Process Company, Boston, Mass., industrial feltmakers; and Safety Box Toe Company, Boston, Mass., marketers of steel safety box toes.



The author, a technologist in the Leather Section of the National Bureau of Standards, speaks from a background of special study and experience in the management of research in both industry and Government. He was formerly Director of Research for the U. S. Leather Company, and in his present capacity assists the Chief of the Bureau's Division of Organic and Fibrous Materials in the management of research on leather, textiles, plastics, rubber, and other materials. He is a Councilor of the American Leather Chemists Association and member of the Editorial Board of its Journal, and is an active member of several other scientific societies and civic organizations. He has done considerable research on footwear, particularly in relation to materials, wear effects, etc.

A Suggested Program For INDUSTRY-SPONSORED SHOE RESEARCH

Everyone agrees on the need and value of an industry-sponsored shoe research program. Now here's a masterly organization plan of how it might be set up—devised by an experienced research administrator

By Robert B. Hobbs

Leather Section
National Bureau of Standards

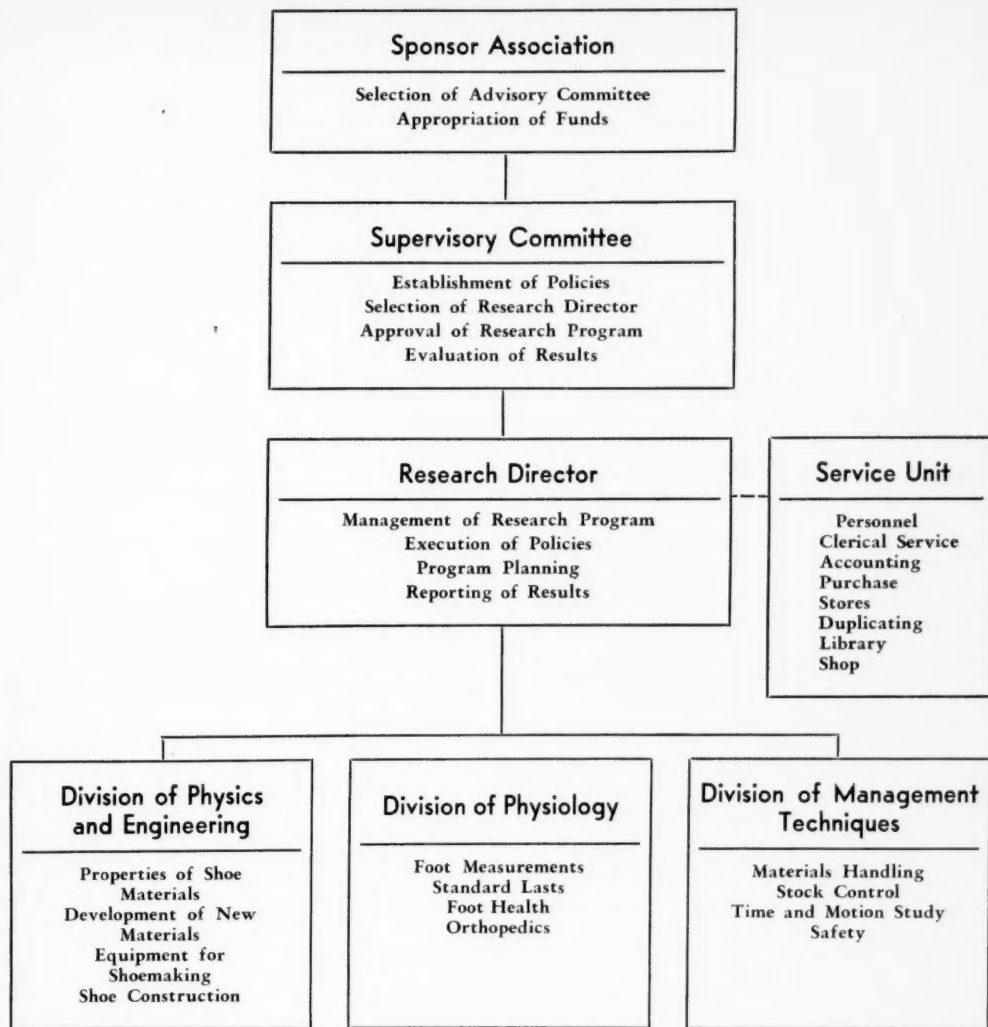
INTEREST in a national shoe research institute has been stimulated within the past year by articles and editorials on the subject in this magazine. (See for example "A Full-Scale Research Program," by Gordon B. Carson, *I & S* May 12, 1951, page 32, and "Advance Through Research," by J. F. Whitehead, Jr., on page 22 of the same issue.) The visit last year of H. Bradley directed our attention to the excellent results ob-

tained by the British Shoe and Allied Trades Research Association, of which Mr. Bradley is director, as well as to the successful operation of the Leather Industries Research Institute in South Africa. Discussions with men in the shoe and leather industries have further revealed a strong feeling that a research program is needed and is, indeed, overdue. It has been quite evident, however, that there is no consensus of opinion as to how

such a research program might be organized and financed, or as to what research projects it might include. The purpose of this article is to suggest a few more definite ideas on the subject, with the hope that they will serve as focal points for the crystallization of industry's thinking on the matter.

The purposes for which shoe research is to be conducted should be the first things agreed upon. The

Suggested Administrative Plan



following list of purposes is suggested:

1. The anticipation, prevention, and cure of troubles connected with materials, processes, and products.
2. The reduction of costs of materials, processes, and products.
3. Improvement in manufacturing techniques, and in quality of materials and products.
4. Development of new materials and processes, and of emer-

gency alternates when shortages occur.

5. Increase of technical knowledge leading to better understanding of materials, processes, and products.
6. Contribution to the common store of fundamental scientific information.

The reasons for selecting most of these purposes will be apparent with a little thought, but some may require brief comment. The justification for research expenditures must satisfy primarily those who provide

immediate financial support, but a further and perhaps more basic test of the value of industrial research is whether it leads to better satisfaction of the wants of the industry's customers. It has generally been found true that providing a longer-lasting, less expensive, more satisfactory product eventually pays off in increased business.

The contribution of fundamental scientific knowledge to the common store held by our technical civilization is not purely an altruistic endeavor, but confers both direct and

indirect benefits on the organization contributing this fundamental knowledge. Such knowledge is the basic raw material from which new technical developments come, with the ultimate result of increased markets through better standards of living. A certain proportion of fundamental research, even though minor, is also important in promoting the productivity of a research organization, since almost all top-notch scientists are stimulated to produce original ideas and to do better work by some opportunity for fundamental research on subjects of their own choice, without regard to immediate economic benefits. These purposes could all be elaborated at some length, and should be when detailed planning of a research institute begins, but it will be sufficient for our purpose merely to present them without further discussion.

With these purposes in mind, the types of research to be conducted may be classified in three major categories, ranked in the probable order of magnitude in terms of expenditures. The first is applied research and development, which covers technical work in gathering data, either from existing sources or by experiment, and its use in achieving immediate

practical ends in the development of new materials, methods, or products, or the improvement of existing ones. The second is technical service to sponsors concerned with the efficient use of existing materials and processes, including "trouble-shooting," and the third is fundamental research.

With this background we can begin to outline research projects and a functional organization of a research institute suitable to accommodate them. As a basis for discussion, three divisions of the research institute are proposed: (1) physics and engineering; (2) physiology; and (3) management techniques. The first division would be concerned with physical, chemical, and engineering properties of shoes and shoe materials, and with methods of construction. Modern research in leather, plastics, textiles, adhesives, cork compositions, fiber boards, and other materials, is resulting in an increasing flood of new and improved materials, many of which could possibly be used in shoes. But the very volume of these materials makes it almost impossible for the average shoe manufacturer to evaluate them critically. The customer service departments of the makers of new products

provide much helpful information, it is true, but they are often in a difficult position to compare products of different types. A shoe research institute could render a useful service to the industry in making preliminary screening tests of the properties of new materials, then perhaps using them to make up shoes on a pilot-plant scale. In this way new materials showing promise could be separated from unfavorable ones, and duplication of effort by individual companies could be reduced. The section studying shoe materials could also conduct research in an effort to develop new materials with properties desired by the industry, and could reinforce the efforts of other laboratories, in industry and Government, to devise better methods for the testing and evaluation of shoe materials.

An example of one kind of problem, of interest to both manufacturers and consumers, that could well be handled by this unit, is illustrated by figures 1, 2, and 3. They show shoes worn by boys of elementary-school age, and are not isolated cases. The pair in figure 1 had rubber heels of a quality commonly used on boys' shoes. These heels wore out while the synthetic soles and leather uppers

(Continued on Page 30)



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Shoe industry executives look for little change in production, sales, price and profits picture for 1952. This is majority opinion as disclosed in LEATHER AND SHOES' annual poll of 2,000 shoe industry leaders. Full story appears in L&S' Annual Review and Preview Number of Dec. 29.

Outlook not as depressing as it sounds. Fully one-third of nation's shoe manufacturers see production and sales rising 10-15% this year. Men's shoe manufacturers, among hardest hit in 1951, number 60% who look for substantial rise in sales and production.

Shoemen look for 1952 net profits to show little change or fall slightly. This will result from increased taxes, overhead, labor and other rising costs. Fully 85% want all price controls on footwear removed now. Controls worthless, they say, because all shoes are selling well below ceilings . . . also costly because of all red tape involved.

Shoe supplies men most optimistic of all. Some 70% of this group anticipates 10-20% hike in sales volume. More than three-quarters of suppliers see no appreciable price changes in their products for '52, also no shortages. Group as a whole opposed to controls.

Volume shoe distributors (chains, department stores, wholesalers) also fairly optimistic. Fully 50% see sales up by 10%. Same group looks for prices to hold at present levels or drop from 5-10%. All but a few actively opposed to Government controls.

Leather industry not quite so optimistic. Majority of 700 tanning executives polled by L&S see production, sales and costs higher but prices and profits lower for 1952.

Tanners of shoe leathers hopeful. Some 57% look for production and sales to climb from 10-25%. This is based on forecast of higher shoe production in '52. Shoe industry has never had two poor years in succession, say tanners. No reason why 1952 should prove exception.

Leather prices will average 10-15% below 1951. So says 67 percent tanners. Net profits, despite

anticipated higher sales and production, to decline 5-10% from last year. Only 40% see prices and profits as slightly higher or even with last year.

Most tanners believe raw materials prices will slump even further. This is basis for belief that leather prices will decline. However, labor costs expected to rise about 5% while overhead will show little change or rise slightly.

Tanners of leathers other than shoe leathers not particularly happy about outlook. Those who make leathers for gloves, upholstery, personal leather goods, handbags, sporting goods, luggage, etc., showed 30% expecting higher sales and production, 20% afraid of decline, and 50% forecasting no appreciable change from 1951. At least 80% see lower prices and profits, based on higher costs, etc. Not one of these tanners could see any improvement ahead in profits.

Half of tanning materials and equipment suppliers anticipates 10% sales drop this year. No price changes expected by 60%. Nearly all look for slight boost in costs. Despite defense program, no shortage of materials and equipment expected. All this short of actual war, of course.

Hide and skin dealers and brokers generally pessimistic for '52. One-half of those queried look for drop in sales, only 25% see increase. All look for substantially lower prices. Supplies of hides and skins will be "plentiful" in '52. This is big reason for lower price feeling. As usual, almost all see no purpose in continuation of price controls, as well as hide and skin allocations. They say raw-stock will continue to sell well below ceilings for most of next year.

A great many hide and skin men expressed deep concern over rapid inroads made by synthetic materials into leather's traditional markets. They feel industry not doing enough to meet competition, urge stronger competitive action next year by industry as a whole. This is needed not only to win back some of market but to prevent competitive materials from making even greater gains.

NPA REMOVES HORSEHIDE CONTROLS

DOMESTIC GOAT, DEERSKINS INCLUDED

Cattlehides, Calf And Kip Held At 100%

The National Production Authority took what may amount to a first step in removing hide and skin allocations when it announced early this week that wetting controls on horsehides, domestic goatskins, deerskins and skivers and fleshers (sheepskin splits) have been removed.

The controls were removed through amendment of NPA conservation order M-62, originally issued May 15, 1951. The amendment is effective Jan. 1, 1952.

"Necessary For Defense . . ."

Government officials said the action was prompted by the fact that "such controls are not currently necessary to ensure the filling of defense requirements."

Still controlled under M-62 are cabretta, shearling, kangaroo, imported goatskin and sheepskin other than fleshers or skivers.

Supplies of horsehides—major rawstock now decontrolled—have increased gradually since last May, NPA explained, while military orders and civilian demand have lessened. Similarly, demand for domestic goatskins which account for less than one-half of one percent of the normal total U. S. required supply, has fallen off.

Glove Requirements Satisfied

Limited military requirements for deerskin—mostly for cold weather gloves—appear to be satisfied, NPA added. Skivers were decontrolled since they are used mainly for non-military items such as linings and hat sweatbands while fleshers are being produced in quantities exceeding requirements.

M-62 limited the number of various types of skins which may be processed in each calendar quarter. An individual processor's wetting quota is determined by current supplies and the processor's proportionate share of the industry's total 1950 (base period) wettings.

The amendment maintains for the first and subsequent quarters of 1952

the maximum wetting limitation of cabrettas, sheepskins, shearlings, kangaroo and imported goatskins at 135 percent of the number processed in an average 1950 quarter—equal to the last quarter 1951 permits.

Monthly Reports

M-62's carry-over provision was continued by NPA. Under it, tanners and contractors who did not wet the full number of skins permitted them in a quarter may add the unused quantity to the number to be put in process in a succeeding quarter. Monthly reports of wettings are still required on all skins.

Domestic Hide Permits

At the same time, NPA said tanners and contractors are authorized to buy as many cattlehides, calf and kipskins in Jan. as they did during the base period (an average month of 1950.)

The Government said ample supplies made it possible to allocate cattlehides and kips at the rate of 100 percent for the fifth consecutive month. Calfskin allocations were reduced to 100 percent from the 120 percent allotted in Dec. to stimulate purchases of country grades.

Jan. allocations are as follows: 1,974,800 cattlehides; 808,500 calfskins, and 272,700 kips. Dec. allocations were: 1,935,600 cattlehides; 983,600 calfskins, and 267,600 kips. NPA again extended the purchase period to cover the month of Jan.

L&S REPRINT ORDERS HIT NEW MARK IN '51

During 1951, LEATHER AND SHOES filled orders for a total of 42,000 reprints of editorials, articles and other material—the third consecutive year in which L&S has bettered the record for publications in its field.

Up and Up

In 1950, L&S reprints totaled approximately 40,000, highest ever reached by the industry in one year. The 1951 reprint total betters this record by about five percent.

Reprint requests came from scores of firms in all branches of the industry with reprints averaging almost 1,000 per week throughout the entire year.

NAVY REDUCES FOOTWEAR PRICES

Action Based On Downward Market Trend

The Navy announced that it has reduced prices of enlisted men's footwear and clothing by an average 20 percent beginning on Jan. 1.

Reduced prices of materials recently purchased and an "indicated future downward market trend" in footwear and textiles made the price reduction possible, the Navy Bureau of Supplies and Accounts announced.

The 20 percent reduction is the first reduction in the price of Navy clothing, sold through official "small stores," since their prices were raised last March 1.

Representative price reductions effective in Navy stores on Jan. 1 include low quarter black calf shoes to sell at \$6.50, a decrease of \$2 from the former price of \$8.50 per pair.

The Navy recently purchased a total of 249,996 pairs of this type shoe from several manufacturers, paying a low of \$4.79 per pair to Doyle Shoe Co. of Brockton for some 21,000 pairs. Other awards on Invitation No. 13 ranged from \$4.82 and up per pair.

Under the Navy's stock fund pricing policy, funds from cash sales and clothing issues are expected to replenish the Navy's stock of clothing or basic fabrics. Price increases in March 1951 reflected increased costs in basic fabrics and other uniform items since the last purchase of major quantities of this material in 1945.

WORK WEEK SHORTER

The average work week in the leather and leather products manufacturing industries is receding gradually, and now is three hours shorter than a year ago, the Labor Dept. reports. The average hours worked were 37.8 in Oct. 1950, 35.9 in Sept. 1951, and 34.8 in Oct. 1951.

Average weekly earnings, which were \$46.04 in Oct. 1950, went to \$45.99 in Sept. 1951, and dropped back to \$44.93 in Oct. 1951. However, the average hourly wage reacted independently of both hours and weekly pay, steadily climbing all the while from \$1.218 in Oct. 1950, to \$1.281 in Sept. 1951, and then \$1.291 in Oct. 1951.

BAY STATE WORKERS ACCEPT NEW SHOE PACT

Contract Sets Pattern For New England

A threatened strike by close to 12,000 CIO shoe workers employed in more than 60 Massachusetts factories was averted late last week when all but one of United Shoe Workers of America locals in the area voted to accept a new 1952 labor contract.

The contract, similar in most respects to the 1951 agreement, also provides for an escalator cost-of-living clause effective next July. This automatic wage increase, based on any increases in the cost-of-living index compiled by the Department of Labor, was the only major change in the pact.

Members of the CIO local in Lynn, Mass., where the only ones to turn down proposals contained in the new agreement. However, no work stoppage is planned in Lynn factories, according to business agent, Joseph W. Hanley, who said workers would continue in their jobs pending further negotiations with Lynn shoe manufacturers.

Trade observers were of the opinion that the Lynn local would soon fall into step with other CIO locals which have ratified the new 1952 contract. Included in the latter are locals in Haverhill, Chelsea, Boston, Salem and Beverly.

Negotiations on the contract which expired on Dec. 31 were carried on over recent weeks by committees representing the various union locals and a group of attorneys representing factory owners. Both state and federal conciliators were present at the meetings.

The union had originally demanded a reported 10 percent package increase while manufacturers countered with proposals for a downward revision of present wage scales. Other union demands included a health, welfare and pension fund, and an 11-15 cents hourly increase for packers, repairers and fancy stitchers.

The settlement, regarded as highly satisfactory to both workers and management under existing market conditions, is expected to set a pattern for the entire shoe industry in Massachusetts and other shoe centers of New England. Workers are employed mainly in women's shoe factories. Men's shoe workers in

Brockton, Mass. factories, represented by the Brotherhood of Shoe and Allied Craftsmen, are still negotiating with the Associated Shoe Industries of Southeastern Massachusetts on a new agreement.

Average hourly wage provided under the 1951 contract was between \$1.43 and \$1.55. The new contract retains these rates at least until July when an automatic cost-of-living increase may take effect.

Leather Chemists Council Meets

The American Leather Chemists Association's Council reports that a meeting was held recently at the Eastern Regional Research Laboratory of the U. S. Department of Agriculture located at Chestnut Hill, Philadelphia, Pa. The meeting was held upon the invitation of Jerome Rogers, associate director of the laboratories and a former president of the Association.

Among the several committees who attended the meeting were the Tannin Analysis Committee under the chairmanship of Gene Stanbery, and the newly-formed committee on Leather Finishes chairmanned by C. Paul McKee.

Frank Marshall, new owner of Standard Hide Powder, Inc., made a brief report to the Council. General plans for the 1952 convention, to be held June 1-4 at the Ocean House, Swampscott, Mass., were discussed by Fred Thayer, chairman of the convention committee.

John Teas, chairman of the Ways and Means Committee, reported on the financial status of the Association. Jack Wagoner of Armour Leather Co. was named chairman of the Stream Pollution Committee to replace Howard T. Reuning who has taken a position in another industry.

Dr. H. G. Turley, president-elect of ALCA and Coordinator of Technical Committees, reported for the several active committees. Finally, Dean Williams, editor of the *Journal*, reported on plans for the coming year.

French, Shriner & Urner Cuts Prices

French, Shriner & Urner, Boston men's high grade shoe manufacturer, announced this week that it has reduced prices on its entire line of men's fall and winter shoes by \$2 to \$3 per pair.

The company operates 17 retail stores in 11 cities and its shoes are sold by some 350 dealers.

U. S. LEATHER LIQUIDATION PLAN SET

Stockholders To Vote On January 9

Stockholders of United States Leather Co., New York, will meet on Jan. 9 to vote on a proposal to dissolve the company and to adopt a plan of liquidation.

The plan of liquidation, already approved by the directors, calls for all property of the company to be distributed to shareholders in exchange for outstanding stock.

The company, under authorization voted by stockholders last May, has already liquidated a large part of its leather properties. In a letter to stockholders, it added that it expects to dispose of remaining leather properties in the near future.

After sale of all leather properties, the company expects to have some \$14 million in cash and Government bonds after charges. If stockholders approve the dissolution and liquidation of the company, directors plan an initial liquidating dividend of \$10 per share. Other liquidating dividends will be paid to stockholders when believed warranted by the board of directors.

There are now 1,140,755 shares of common stock outstanding. An affirmative vote of two-thirds of the outstanding shares is required to approve the liquidation proposal.

U. S. Leather Co. and its subsidiary, Keta Gas & Oil Co., is presently engaged in drilling operations for natural gas and intends to continue these operations in the future. It has two gas wells operating at present.

During the past year and a half, Keta has been provided with approximately \$1,650,000 by advances or investments of funds by U. S. Leather or by its subsidiary, Keystone Tanning & Glue Co. The company believes these funds will be sufficient to finance the operation of Keta, the statement to stockholders said.

At a later date, it is contemplated that securities representing proportional equity ownership of the gas and oil properties now held by Keta Gas & Oil Co. will be distributed.

One possibility, the notice said, would be to transfer the gas and oil properties and other assets of Keta to a trust and to distribute proportional certificates of beneficial interest in such trusts to the stockholders of the company.

There is no present intention to sell Keta's properties and assets.

Standard Bureau Names Two Directors

The National Bureau of Standards has announced the following appointments: Dr. Gordon M. Kline to chief of the Organic and Fibrous Materials Division, and Dr. A. T. McPherson to associate director of the Bureau.

Kline was formerly assistant chief of the Organic and Fibrous Materials Division and chief of the Organic Plastics section which he will still direct for the present. The former section conducts NBS research and development programs concerned with organic high-polymers including leather, plastics, textiles, rubber and paper.

Kline has been editor of *Modern Plastics* and editorial director of *Modern Plastics Encyclopedia* since 1936. He was one of the first American scientists to investigate the German plastics and chemicals industries.

Dr. McPherson will be responsible for coordination and direction of the NSB's work in calibration, testing and specifications. From 1943 to the present, he has been chief of the Organic and Fibrous Materials Division.

"MOVING" APPEAL TO BLOOD DONORS



Pictured above is a novel idea conceived by John H. Teas, president of Teas Extract Co. in Nashville, Tenn. In an attempt to aid the American Red Cross in its Blood Donor campaign, Teas has made available his entire fleet of tank cars to carry the Red Cross appeal far and wide. Teas feels the idea will provide "moving signboards" to spur public interest in the campaign as the tank cars move across the country. The project is neither patented nor copyrighted.

• John L. Hank has been appointed sales and service representative in the New Jersey area by **Boston Machine Works Co.**, Lynn, Mass., manufacturer and designer of shoe machinery

and supplies. A veteran of over 25 years' experience as an all-around fitting room man, Hank replaces H. M. Sutherland, who has resigned due to ill health. Hank will have a mailing address of Box 293, South River, N. J.

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TANNERIES IN MILWAUKEE AND CHICAGO

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UNITED SHOE SEEKS PAY HIKE FOR WORKERS

Applies With Union For 3.6% Raise

United Shoe Machinery Corp., Boston, has applied jointly with Local 271, United Electrical, Radio and Machine Workers of America, employees' bargaining agent, to the Wage and Hour Division of the Wage Stabilization Board for permission to increase employee wages.

The action resulted from recent negotiations between company and union representatives who agreed to increase wages of USMC workers by some 3.6 percent, provided it is approved by the Wage Stabilization Board.

The increase, if approved, will make a total of approximately 15½ cents added to individual employee's pay checks since May 1951. It is in line with the company's policy of paying wages comparable with those paid by similar industries in the area, according to Wilson Palmer, general manager of USMC's Beverly plant.

An increase of nine cents per hour,

retroactive to May 25, 1951, was approved last Sept. by the WSB. The new increase would amount to an additional six and one-half cents hourly.

MEAT CUTTERS UNION PROMOTES LEATHER

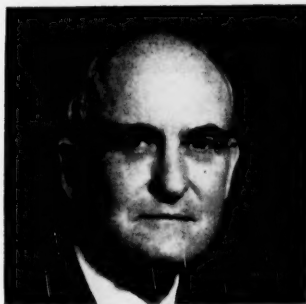
The Leather Workers Division of the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL, has launched a campaign to promote leather and leather shoes among its 250,000 members.

An article appearing in the Dec. 1951 issue of *The Butcher Workman*, the union's monthly publication, describes advantages found in leather shoes, both from the standpoint of health and comfort.

Citing the advice of various doctors and foot specialists, the article asks union members to specify "genuine leather" on new shoes purchases or on repairs. It adds that "the affinity for leather soled shoes and all other products made from genuine leather should be strong within the entire organization."

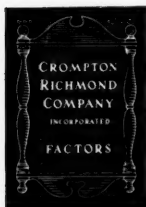
The union has recently stepped-up its drive to win bargaining agent rights in the nation's tanneries.

Heads Winslow Bros.



George A. Butts, who has been elected president of Winslow Bros. & Smith Co. succeeding Kenneth W. Marriner, recently resigned as president and director. Butts has been active in the management of the corporation for many years, having served as vice president and treasurer. Other officers elected at the firm's annual meeting were Robert E. Pearsall, Eldridge C. Martin and Everett Schwartz, vice presidents; Raymond S. Roberts, treasurer; William Hart, comptroller; and John J. Coakley, clerk.

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MILITARY BIDS AND AWARDS

Black Handbags

January 8, 1952—Navy Invitation No. 63 covering bids on 7,512 each women's black handbags. Opening at 2:00 p.m. in New York with delivery of one-third total at 60, 90 and 120 days after contract award to Brooklyn Naval Clothing Depot.

White Handbags

January 8, 1952—Navy Invitation No. 153 covering bids on 12,000 each women's white handbags. Opening at 2:00 p.m. in New York with delivery at 60, 90 and 120 days after contract award to Brooklyn Naval Clothing Depot.

Helmet Liners

January 17, 1952—Invitation to Bid 52-789B issued by Chicago Quartermaster Depot, covering 424,000 helmet liner bands for the M-1 helmet. Leather in accordance with specification MIL-B-1953 dated Jan. 31, 1950, calling for natural color, vegetable tanned full grain calfskin, 1½-2½ oz.

Refinishing Combat Boots

January 21, 1952—QM-30-280-52-859, covering commercial services for mold-proofing and refinishing 367,675 pairs combat service boots, reversed uppers, rough finish. Opening at 1:00 p.m. in New York with

delivery to various destinations at 150,000 pairs by April 15, 150,000 pairs by May 15, and 67,675 pairs by June 15. For the Army. Bidding by FOB origin.

Women's Overshoes

January 28, 1952—QM-30-280-52-850, covering bids on 3,144 pairs women's low rubber overshoes, 100 percent overseas pack. Opening at 3:00 p.m. in New York with delivery to Philadelphia Quartermaster Depot by April 15. Spec. MIL-R-3008 dated July 29, 1949. For the Army.

TALLOW BIDS OPENED

Jacob Stern & Sons, Philadelphia, Pa., was low bidder at the opening of Army Invitation QM-30-280-52-736, offering to supply 1,400,000 lbs. of inedible tallow at \$.0825, \$.0830, \$.0835, \$.0845 and \$.0855, one day acceptance, net. The invitation covered 3,969,280 lbs. for shipment to Korea, FAS port. Other low bidders were:

Seattle Packing Co., Seattle, Wash.: 100,000 lbs. \$.0895; 50,000 lbs. \$.0905; 50,000 lbs. \$.0915; one day acceptance, net.

Agro Products Corp., N. Y. C.: 600,000 lbs. \$.0875; two days acceptance, net.

Louis Sterns Sons, Kearney, N. J.: 900,000 lbs. \$.08625; one day acceptance, net.

Holland-American Merchants Corp., N. Y. C.: 330,000 lbs. \$.0858; one day acceptance, net.

California Flaxseed Products Co.,

Los Angeles, Cal.: all \$.0895; 60 days acceptance, net.

R. W. Allen M. Rubin Co., Long Island City, N. Y.: 500,000 lbs. \$.0865; one day acceptance, net.

Bunge Corp., N. Y. C.: 500,000 lbs. \$.0872; 500,000 lbs. \$.0889; 300,000 lbs. \$.0859; 200,000 lbs. \$.0879; seven days acceptance, net.

AWARD BOOT LACES

The New York Quartermaster Procurement Agency has announced awards on QM-30-280-52-NEG-83, covering spun nylon black boot laces, 60" long, to the following: Providence Braid Co., Pawtucket, R. I. 133,200 pairs valued at \$16,356.96; and General Shoe Lace Co., Inc., 32,800 pairs valued at \$9,985.68.

BIDS ON WOMEN'S PUMPS

Craddock Terry Shoe Corp., Lynchburg, Va., was low bidder at the opening of Navy Invitation No. 9872 — 13,200 prs. women's white dress pumps—offering to supply the total quantity at \$5.24, 10 days acceptance, 1/10 of 1% in 30 days. There were four other bidders:

Lumbard-Watson Co., Auburn, Me.: all \$5.48; 30 days acceptance, net.

Selby Shoe Co., Portsmouth, O.: all \$6.17; 20 days acceptance, net.

W. B. Coon Co., Rochester, N. Y.: all \$7.64; 10 days acceptance, net.

Tweedie Footwear Corp., Jefferson City, Mo.: all \$7.89; 30 days acceptance, net.

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10 WIN NAVY GLOVES

The Navy Purchasing Office has announced awards to 10 firms on Invitation No. 9649, opening Nov. 1 and covering a total of 753,786 pairs of wool-lined, black leather gloves. Awards were as follows:

Mario Papa & Sons, Gloversville, 60,000 pairs valued at \$154,200; Gates Mills, Inc., Johnstown, 73,786 pairs valued at \$201,435; Hansen Glove Corp., Milwaukee, pairage valued in excess of \$250,000; Fried Osterman Co., Milwaukee, pairage valued in excess of \$250,000; H. G. Pitman Glove Co., Johnstown, 20,000 pairs valued at \$43,600.

Louis Meyers & Sons, Inc., Gloversville, 15,000 pairs valued at \$39,675; Fownes Bros. & Co., New York, 43,000 pairs valued at \$130,030; Moderne Gloves, Gloversville, 18,000 pairs valued at \$47,340; The Daniel Hays Co., Gloversville, pairage valued in excess of \$250,000; and Boyce-Lazarus Co., Johnstown, 36,000 pairs valued at \$96,840.

NAVY AWARDS OXFORDS

The Navy Purchasing Office has announced the following awards on Invitation No. 13, opening Dec. 11 and covering 249,996 pairs of low quarter black shoes; Doyle Shoe Co., Brockton, 21,000 pairs at \$4.79 and 29,000 pairs at \$4.34 per pair; The Hanover Shoe Co., Hanover, Pa., 60,000 pairs at \$4.82; E. J. Given Shoe Co., Brockton, 40,000 pairs at \$4.345; and J. F. McElwain Co., Nashua, N. H., 99,996 pairs at \$4.84 per pair.

OPEN OXFORD BIDS

International Shoe Co., St. Louis, Mo. was low bidder at the opening of Army Invitation QM-30-230-52-729 — 420,000 prs. low quarter tan garrison shoes — with an offer to supply the total quantity at \$4.53 per pair, 20 days acceptance, net. There were 25 bidders in all. Other low bidders follow:

Doyle Shoe Co., Brockton, Mass.; 10,000 prs. \$4.57; 20,000 prs. \$4.61; 20 days acceptance, 1/10 of 1% in 30 days.

Howard & Foster, Inc., Brockton, Mass.; 30,000 prs. \$4.58; 30 days acceptance, net.

Hubbard Shoe Co., Inc., Rochester, N. H.; 24,000 prs. \$4.61; 12,000 prs. \$4.66; 12,000 prs. \$4.71; OR 43,000 prs. \$4.65; 10 days acceptance, net.

Craddock Terry Shoe Corp., Lynchburg, Va.; 25,000 prs. \$4.61; 60,000 prs. \$4.79; 10 days acceptance, 1/10 of 1% in 30 days.

General Shoe Corp., Nashville, Tenn.; up to 100,000 prs. \$4.62; OR up to 200,000 prs. \$4.72; 10 days acceptance, 1/10 of 1% in 10 days.

J. F. McElwain Co., Nashua, N. H.; 210,000 prs. \$4.635; 30 days acceptance, net.

John Pilling Shoe Co., Lowell, Mass.; 42,000 prs. \$4.645; 30 days acceptance, 1/10 of 1% in 10 days.

Belleville Shoe Manufacturing Co., Belleville, Ill.; 36,000 prs. \$4.65; 20 days acceptance, 1/10 of 1% in 20 days.

Endicott-Johnson Corp., Endicott, N. Y.; 300,000 \$4.69; OR 380,004 \$4.79; OR 400,008 \$4.39; OR all \$4.99; 10 days acceptance, net.

GLOVE SHELL AWARDS

The Chicago Quartermaster Purchasing Office has announced awards on Invitation No. 52-408B covering leather glove shells to the following: Steinberg Bros., New York, undisclosed pairage valued in excess of \$250,000; and Northwest Glove Co., Winona, Minn., 63,700 pairs valued at \$96,245.

AWARD HELMET LINERS

Northwest Glove Co., Winona, Minn., has been awarded contract by the Chicago Quartermaster Depot to make an undisclosed number of helmet band liners valued in excess of \$250,000. The award was made under Invitation 52-450B.

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BETTER SALES ACTIVITY REPORTED IN LEATHER MARKETS

Tanners See First Signs Of Awakening Interest From Buyers

Price lists continue firm. Best business in calf and sides. Kid slower. Bends and bellies begin to move.

New York Leather Markets

Upper Leather: Pretty slow at the moment due to end of the year holidays. On the whole there is a firmness to the market and less talk of low prices. Tanners have not changed lists, but they are sticking to list prices and there is less talk of willingness to shade lists by a couple of cents.

Large spread elk of 4½ to 5 ounces quoted in most quarters at 46c and down and that price is pretty well maintained in most directions. There are some tannages at 44c and down but that price is said just about the lowest at the moment. Business unchanged with factories still buying as needed.

There is definitely a better feeling in the trade and many think that the low has been reached and that from now on it will rise. However, most of the trade believes the rise will be moderate and that the market will not run away.

Demand is usually good during Jan. and everybody is interested in watching the volume of business for that month. As long as prices are not forced up too much, traders feel there is a good chance for a nice volume to move. This week and next week are no criterion as the holidays split them up; the first two weeks of Jan. should give a good indication.

Sole Leather: A firmness to prices here also, and a better feeling noted in the trade. Heavy bends seem to be at 60c now for tannery run and up to 62c is heard. Middle weights are 68c to 70c and lights up 75c and 78c and less talk is heard of the lows of several weeks ago.

Bellies also firmer and 30c now seems about bottom for good steers with cows at 28c. Double rough shouldered also share the general firmness with 60c to 64c for welting runs and 68c to 70c for the men's waist belt trade. Cut sole business is also better and prices are firm in line with the rest of the market. The general outlook is improved and traders look for it to continue in Jan.

Sole Starting

Boston sole leather tanners report signs of awakening interest from buyers. Though sales not too active as yet, there are good indications that first business of the New Year will really get under way by the 15th. How long this will last is another story.

Meantime prices continue to hold firmer tone evident in recent weeks. Continued strength of hide markets enables tanners at least to hold close to quotations—quite a change from the rule in 1951. Tanners not too interested in raising prices further as long as they can do business at these levels. There is still leanness that higher prices will again scare away many buyers.

Tannery run light bends bring 75-77c; better selections bring up to 80c but not too many sales reported at this level. Mediums bends quoted from 70c down for tannery run of best tanners. More interest at 67c. Heavy bends do some business at 62c and down for 9/10 irons. Best interest at 60c and down.

Women's cut soles reported moving again in good volume. This is good indication that leather sales are due for early pick-up. Tanners not excited but definitely encouraged.

Sole leather tanners of Philadelphia say business took a definite drop this past week. This was considered temporary and blamed on the Holiday season. Tanners are optimistic that in the near future sole business will again be fairly active. They are not optimistic that prices will remain at any particular level; they still say that quotation of any figures is meaningless.

Sole Offal Mixed

Not too much doing in this market, according to sole leather offal tanners and dealers in Boston. There is fair enough business in bellies, particularly cow, but other selections not moving enough to encourage tanners.

One tanner, reported to have sold good volume of cow bellies at 28c last week, raised his price to 29c this week, then went back to 27c. Other tanners do good business in

cows between 25-27c. Not much doing in steers at 30c and down.

Single shoulders with heads on bring in upper 50's and 60c when they sell. Double rough shoulders fair at 65c for waist belt stock, 62c

for welting. Heads slow at 19-24c as are hind shanks at 24c and down and fore shanks at 20c and down. Emphasis is on the down.

Calf Same

Boston calf tanners say first activity of the New Year shows moderate business. Sales expected to pick up gradually during the next month with good volume reached by early February—provided strong skin market does not force tanners to raise finished leather prices too much.

On the whole, better women's tannages smooth leathers listed at 90c and down. Not much business here and all the way down to 60c. At 60c level, there is good interest and volume. Best men's weights scarce, bring around \$1.00 when available. Other selections not too active at 90c and down. As in women's weights, the volume is at 60c and down. Suede moderate at \$1.00 and well below this.

Sheep Moderate

Sheep leather market in Boston continues along steady, moderate sales path. Not enough activity to excite tanners but there is business and orders keep trickling in. Many tanners waiting for pickle skin market to open up here.

Specialty russet linings still fair at 23-30c; slow above 30c. Boot linings find a few takers at 21-23c. Shoe linings move a bit up to 25c. Colored vegetable linings continue to move better at 26c and down. Chrome also moving at 29c and below.

Garment sheep market unchanged as yet. Reports that some New Zealand skins moved last week fail to stimulate or affect market as yet. As in recent weeks, garment suede continues to move fairly well at 29-30c. However, garment grains lag at 25c. Coat manufacturers willing to pay up to 23c; say they cannot go above this.

Sides Firm

Boston side leather tanners report a fairly active, definitely firm market. Hide market strength of recent weeks now fully felt in side leathers which are a cent or two above early Dec. 1951 levels. Characteristically, there is little interest in top prices but buyers appear willing to go along with moderate advances and stronger market tone. The real buying volume is yet to come.

Large spread elk held firmly at this. Army retan continues wanted; volume at 45c. Corrected kips do 46-44c. Little leather available below

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Splits
FOR EVERY PURPOSE
Side Leather
MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE
PEABODY, MASS., U. S. A.

best around 58c although listed up to 60c and above. Full grain kips around 73c. Other selections unchanged.

Splits Moderate

Boston splits tanners report moderate activity this week, look for better business in near future. Most look for good volume of orders in next week or two. Shoe manufacturers must soon buy actively for Spring orders.

Heavyweight suede splits continue active at 47c and down. Lights much slower at 41c and down. Work shoe moving steadily with best volume around 28c. Gussets slower. Linings fair at 16-20c.

Kid

Kid leather tanners of Philadelphia report business practically dead. This is blamed on the Holidays. Before that, there had been a definite increase in activity.

Still considerable interest in glazed, in colors. However, the few tanners who have not processed any colors found some business developing in black. Suede remained in some slight demand, in black. This past week showed practically no business in linings. Satin mats and crushed reported as dead. Nothing new in rawskins.

Average Prices

Suede 45c-95c
Glazed 35c-\$1.05
Linings 30c-60c
Slipper 35c-70c
Satin mats 69c-\$1.20
Crushed 35c-80c

Belting Soggy

Belting leather tanners of Philadelphia report business has gone from dull to dead. Of course things had been pretty slow before but, as in the rest of the market, blame for what practically amounted to a standstill was laid on the season. Tanners say price quotations don't mean a thing, and they won't give figures.

Curriers report also that business dropped in the past week. Philadelphia curriers are quoting the prices that have been in effect for the past few weeks.

A leading New York currier has issued new price lists effective Jan. 1, which are, on the whole, higher than Philadelphia prices.

**AVERAGE CURRIED LEATHER PRICES
CURRENT IN PHILADELPHIA**

	Best Sele.	No. 2	No. 3
Curried Belting	1.35-1.50	1.30-1.45	1.25-1.30
Butt bends	1.66-1.80	1.55-1.74	1.41-1.48
Centers 12"	1.60-1.75	1.54-1.70	1.40-1.47
Centers 24"-28"	1.54-1.70	1.29-1.65	1.39-1.46
Wide sides	1.26-1.45	1.21-1.40	1.14-1.20
Narrow sides	1.19-1.30	1.15-1.25	1.05-1.09

Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 5c-10c.

Tanning Materials Unchanged

Demand for raw Tanning Materials only moderate in a quiet market as quotations are maintained. Tanning Extracts unchanged. Prices for Tanning Oils firm with buying interests based generally on current leather production.

Divi Divi Col., 42% basis shipment, bag \$ 85.00	
Divi Divi Dom., 46% basis ship't, bag \$ 95.00	
Wattle bark ton	
..... "Fair Average" \$106.00	
..... "Merchantable" \$102.50	
Sumac, 28% leaf	\$140.00
Ground	\$135.00
Myrobalana, J. 1's	\$52.00
Crushed \$75.00 J. 2's	\$45.00
R. 1's	\$52.00
Valonia Cups, 30-32% guaranteed	\$70.00
Valonia Beards, 42% guaranteed \$89.00-\$90.00	
Mangrove Bark, 30% So. Am.	\$57.00
Mangrove Bark, 38% East African	\$80.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbis	.09 1/2
Hemlock extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbis, c.l.	.06 1/2
Oak bark extract, 25% tannin, lb. bbis, 6 1/2-6 3/4 tks.	.06 1/2
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	11.31 64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Liquid basis 25% tannin, bbis.	
Ground extract	
Wattle extract, solid (plus duty)	.11 1/2
Wattle extract, solid (plus duty) East African	.11 1/2
Powdered super spruce, bags, c.l. .05 1/4, l.c.l.	.04 1/2
Spruce extract, tks., f.o.b. wks.	.01 1/2
Powdered valonia extract, 63% tannin 9 1/2-9 3/4	
Myrobalan extract, solid, 55% tannin 10%	
Myrobalan extract, powdered, 60% tannin 10%	
Valonia extract, powdered, 63% tannin 9 1/2-9 3/4	

Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	36 1/2
Sulphonated castor oil, 75%	34 1/2
Cod Oil, Nfd., loose basis	1.40
Cod, sulphonated, pure 25% moisture	.18
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13
Linseed oil tks., c.l. zone 1	.197
drums, l.c.l.	.207
Neatfoot, 20° C.T.	.37
Neatfoot, 30° C.T.	.35
Neatfoot, prime drums, c.l.	.20
l.c.l.	.20
Neatfoot, sulphonated, 75%	.21 1/2
Olive, denatured, drs. gal.	2.60
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.16
Common degreas	.11 1/2
Neutral degreas	.27 1/2-29
Sulphonated Tallow, 75%	.15
Sulphonated Tallow, 50%	.9%
Sponging compound	.14
Split Oil	.13
Sulphonated sperm, 25% water	.18 1/2
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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HIDES AND SKINS QUIET FOLLOWING HOLIDAY PERIOD

Better Light Average Hides Wanted; No Interest In Heavies

No hide trading at all on new allocations. While there is still interest in packer hides in a limited way, sellers are waiting until they have a better idea what they have to offer. Small packers and country hides in much the same position, with interest in the better light average hides, although they are not as easy to sell as they have been.

One big four packer sold 32,000 Northern allweight calfskins at 40c, up 1½-2c. Kipskins are also strong with supplies short.

Dry Sheepskins Same

Little change in the raw stock markets. Selling quarters report receiving very few cables from primary markets as most of these countries were also observing the Xmas and New Year holidays. Prices, however,

remain firm and most shippers show little inclination to reduce asking prices.

Latest report on Peruvian slats say Europe continues to operate at origin at about unchanged levels. No late offers of Papua slats.

Shearling market continues slow and nominal. Hair sheep markets remain firm with shippers talking high levels notwithstanding the lack of buying interest. Cables from the Cape state market is firmer and shippers now asking 160 shillings for gloves, basis primes, on a U.K. differential. Addis-ababa slaughterers', 180-lbs., held at \$12.50. Some interest in Brazil cabrettas, specials. Regulars slow and nominal in absence of sales.

Wool sheep markets have ruled quiet as there have been no auctions in Australia due to holidays. South American markets too high for buyers here.

Pickled Skins Pending

Some trading developed in New Zealand North Island lambs with about 7,000 doz. said to have been sold to U. S. at 70 shillings for "Longburn," "Westfield" and "Tomona" brands while U.K. purchased 1,000 doz. "HBMC" lambs at 67 shillings. Sales 1,000 doz. "CFM"

South Island lambs at 71 shillings. Some reports sheep selling.

Domestic market unchanged with lambs selling at \$12-13 and sheep at \$14 a dozen. Some buyers still have lower set views.

Reptiles Slow

Business continued slow as most operators were busy with inventory, wanting to see what in-roads had been made on holdings. Primary markets steady and not many offers made over the holidays. Some inquiries for Madras bark tanned whips and cobras; whips priced at 68c and cobras at 38c for 4 inches up, averaging 4½ inches, 70/30 selection. Some interest in ring lizards but here too, offers have been lacking.

Deerskins Quiet

No change with last confirmed sales Brazil "jacks" at 55c fob, basis importers, but large buyers say their ideas are not over 52c fob, basis importers. New Zealanders firmly held and some quarters state they could sell 4¾-lb. average skins afloat at \$1.10 cif.

Pigskins Unsettled

Some interest in Chaco carpinchos at \$3.20, basis importers but sellers ask at least 5c more. Peccaries slow as Fulton County showing very little interest. Manaos greys held at \$2.50 fob, and buyers' ideas 15c less. Last confirmed sales at \$2.40 fob, basis importers. Not much interest in blacks and the spread between the greys and blacks widening. Para grey peccaries nominally quoted \$2.30-2.40, basis manufacturers. Other varieties have been moving but only at low levels.

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Ceilings				
Heavy native steers	19	-19½N	19	-19½N	25N	35	-39½N	28	
Light native steers	26½N	26½	18	42N	31½				
Ex. light native steers	28N	28N	27N	39	-40N	34			
Heavy native cows	20½-21½N	20½-21½	23½-24½	36½-37N	29				
Light native cows	24	-26½N	24	-26½	19	-20½	26½-27N	31	-32
Heavy Texas steers	17½N	17½	15	33½N	25				
Butt branded steers	17½N	17½	17	37½N	25				
Light Texas steers	24N	24N	23	39½N	29½				
Ex. light Texas steers	26N	26N	25	33½N	32				
Colorado steers	16½N	16½	17	32½	24½				
Branded cows	20½-23½N	20½-23½	16	36	-36½	28			
Native bulls	15½N	15½	20	-22	25½-26N	19			
Branded bulls	14½N	14½	14	77½-82½	18				
Packer calfskins	40	36	-38½	36	-37½	59	-61	65	-66
Packer kipskins	30	-34N	30	-34	28½-34	60	47		

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CHEMICALS

EUROPE LEATHER STUDY HELD MORE BASIC

Overseas Leather Chemists Stress Fundamentals

Leather research in Europe and particularly in England is of a more fundamental nature than that done in America, according to Joseph R. Kanagy, chief of the Leather Section of the National Bureau of Standards.

Commenting on observations made during a recent visit overseas during the Sept. biennial meeting in London of the International Union of Leather Chemists Societies, Kanagy said the European scientist has approached leather problems "from the standpoint of the fundamental chemistry, which should lead to certain results, rather than seeking the reason for results previously obtained by the technologists."

Kanagy said that work of European chemists "appears more advanced in the field of chromatographic methods for analytical procedures and in studies on the nature of tannins and collagen . . ."

On the other hand, U. S. laboratories are superior to those in Europe in development of physical tests, standards and test methods. However, European workers spent more time in literature research.

More than 300 delegates from 15 countries attended the meeting at Skinners Hall in London. Papers were given by the following:

The application of thermodynamics by H. S. Wollenberg, in which he measured directly heats of wetting of collagen at temperatures from 0 to 60° C. He found that the heats of wetting vary from about 49 cal/g at 0° to about 15.5 cal/g at 60° C.

Dr. Henry Phillips discussed the

(Concluded on Page 24)

COMPARATIVE LEATHER PRODUCTION FIGURES

	CATTLEHIDE LEATHERS (In 1,000 hides)							
	Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap	Upholstery	All Others*
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949	23332	6384	13753	759	227	674	461	1074
1950	24391	6127	15377	789	218	813	689	1312
1951, Jan.	2298	544	1433	93	19	77	70	62
Feb.	2204	527	1359	90	20	80	59	69
Mar.	2220	511	1395	103	15	71	59	69
Apr.	1916	467	1135	91	18	65	64	76
May	1956	455	1185	97	21	64	57	77
June	1878	445	1150	87	18	50	56	72
July	1534	374	941	78	14	39	42	46
Aug.	1885	502	1119	94	17	48	57	48
Sept.	1644	420	1001	71	18	39	41	54
Oct.	1859	453	1157	72	22	53	48	54

*Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leathers			All Others
				Glove, Garment	Shoe	Shear-lings	
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949	10173	34774	28644	8411	9998	4498	5737
1950	10661	37159	31501	9750	10708	5322	6091
1951, Jan.	867	3502	2831	826	942	345	718
Feb.	922	3201	2705	793	963	310	639
Mar.	904	3435	2492	675	921	280	616
April	805	3084	1968	499	753	240	476
June	574	2620	1478	451	475	192	360
July	459	2038	1480	475	468	180	357
Aug.	559	2486	1879	459	688	275	457
Sept.	492	1830	1674	438	612	218	406
Oct.	607	2011	2138	687	692	265	494

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LEATHER CHEMISTS REVIEW & PREVIEW



Members of the Council of the American Leather Chemists Association pose on the steps of the Department of Agriculture's Eastern Regional Research Laboratory, Chestnut Hill, Philadelphia, after recent meeting there. Plans for the coming year were discussed along with the events of the past year. Dr. Robert M. Koppenhoefer, president of the Association, presided at the meeting. First row, left to right: Fred O'Flaherty, R. G. (Jerry) Ashcraft, A. W. Goetz, Robert Shaw, F. P. Luvisi, Fred Thayer, R. M. Koppenhoefer, C. W. Morrison, Jr. Second row, left to right: John Teas, Raymond Moore, C. W. Beebe, W. Windus, Gene Stanbery, Carl Telander, Robert Hobbs. Third row, left to right: Jack Wagoner, John Davis, C. A. Blair, Arthur Kay, H. G. Turley, Dean Williams, Lawrence Sheard. Back row, left to right: Frank Marshall, Jerome Rogers, George Downing, I. D. Clarke, J. W. Byron, C. P. McKee.

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EUROPE LEATHER STUDY

(Concluded from Page 23)

modern conception of crystalline and non-crystalline regions as applied to fibers, and explained how they could be used to explain adsorption of water and water vapor by collagen fibers, their response to liming, and their combination with and adsorption of tannins.

Studies on practical developments were exemplified in papers by G. Leger and J. Jofre, both of France. Dr. Leger discussed his work on unhairing by means of an enzyme. Papain, with the utilization of thiourea at the 0.1 percent level as an activator, can be employed for unhairing at a slightly elevated temperature. The recovered hair is of good quality. The use of sodium hexametaphosphate in chrome tanning was described by Jofre.

Work on the mechanism of tanning was presented by K. H. Gustavson of Sweden. He discussed the functions of the carboxyl group of collagen in the fixation of cationic chromium complexes.

Adsorption

Dr. Gustavson also discussed the influence of polymetaphosphoric acid on the adsorption of acid by hide substance. When hide substance is tanned with a vegetable tanning material such as mimosa, there is little reduction in acid adsorption. However, when it is tanned with polymetaphosphoric acid after vegetable tanning, very little of the former is adsorbed.

Some work on the development of physical tests was presented by P. G. Dwyer of Australia. He described a dynamic procedure for determining tanned sole leather.

The application of paper chromatography to analytical procedures in leather research was discussed by T. White of the Forrester Central Laboratories in England and Dr. H. Kilchner of Switzerland. White found by means of paper chromatography that normal tanning extracts contain a number of different polyphenolic substances which are not separated by normal methods of precipitation. Dr. Kilchner gave some possibilities for the identification of synthetic tannins by chromatographic methods.

News Quicks

About people and happenings coast to coast

Massachusetts

• **Charles Floyd** will return to his position as manager of the Boston office of **Fred Rueping Leather Co.** on Jan. 7. Floyd has been on an extended leave of absence as chief of NPA's leather branch in Washington.

• The **New England Export Club** has scheduled its next meeting for Jan. 10 at **Schrafft's Restaurant** at 16 West St., Boston. Guest speaker of the affair which begins at 5:30 p.m. with a cocktail hour is **Thomas J. Harris**, manager of cargo sales at **American Airlines**.

• List of creditors filed in bankruptcy matter of **Mortie Cohen Shoe Co., Inc.**, Boston shoe manufacturer, shows liabilities estimated at \$39,120, it is reported.

• **Andrew Jensen** of Boston, a management consultant, has been appointed works manager of **Graton & Knight Co.** in Worcester, according to **Arthur A. Williams**, president. Jensen organized the firm's materials handling system during 1950 and has acted as production consultant for many large firms in the past 25 years.

• **Shimer Aronson**, president and sales manager of **Daytimer Shoe Co.** in Worcester, has announced the appointment of **Louis K. Frank Co.** as advertising counsel. The company is planning a large campaign in national media.

• **Philip K. Isaacs** has joined the staff of **Dewey & Almy Chemical Co.'s** Adhesives Laboratory in Cambridge. Other recent additions to the Organic Research staff are **Laurence U. Kiely** and **Edward Winiarczyk**.

• **Anthony Yemma**, formerly with **Hall-Yemma Stitching Co.** in Haverhill, is reported to have opened his own stitching plant in Methuen. Yemma plans to do Government contract stitching work.

• Operators of the former **P. and G. Stitching Co.**, Haverhill firm which was liquidated recently, are reported planning to open a shoe plant in Salisbury. No further details are available.

• **Amalgamated Leather Cos.** has moved its Boston offices to the third floor of 210 South St.

• **American Hide and Leather Co.**, Lowell, reports its inventory has been reduced considerably in recent weeks and the firm expects to go back on full production schedules shortly. The company is planning an all-out advertising campaign on its Willow calf line.

New York

• **Donald M. Martin** has been appointed advertising manager of **General Dyestuff Corp.**, New York City. Formerly advertising manager for the company's Antara Chemicals Division, Martin will be in charge of programs

for trade publication and direct mail advertising, trade shows and product literature. He will also handle advertising activities of the product development department of the General Aniline Works Division of General Aniline and Film Corp.

• **Donald E. Geary** has been placed in charge of sales in the New York Metropolitan area for **Shoe Form Co., Inc.** He was formerly in the Auburn office. He replaces **Owen W. Comstock**, who has been given the Boston and Chicago territory.

• **M. M. Biddison** has been appointed president of the general chemical division of **Allied Chemical and Dye Corp.** He succeeds **H. O. C. Ingraham**, who retired at the close of the year. Biddison was formerly a vice president of the general chemical division and has been with the firm for the past 30 years.



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• **Sole Leathers**

• **MECHANICAL**

• **LEATHERS**

• **LATIGO & LACE**

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MANASSE-BLOCK
TANNING COMPANY

BERKELEY **BERKLETAN** CALIFORNIA

The *"natural"* lining
for Shoes

"Nu Calf"

Natural Sheepskins

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"SINCE 1905"

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Boston Office: 120 South St.

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JOSEPH S. SALOMON & CO., N. Y.
GEO. H. CURTIS CO., ST. LOUIS
FRED SCHENKBERG CO.
DALLAS

• **Alvin F. Buchanan** has been appointed advertising manager of **United States Rubber Co.'s** footwear and general products division, according to Gregg T. Ward, general sales manager of the division. Buchanan will be in charge of advertising for Keds, Kedettes, waterproof footwear, coated fabrics, Royalite plastics and other division products.

• Receiver has been appointed under bond of \$5,000 in the bankruptcy case of **Capri Shoe Co., Inc.**, New York women's shoe manufacturer. Liabilities are reported at approxi-

mately \$8,000. Creditors have rejected a 10 percent cash settlement, it is reported.

• Creditors committee of **Sandra Shoe Corp.**, New York, has agreed to accept compromise settlement offer of 20 percent in cash, it is reported.

• **Reptile Trading Co., Inc.**, has been organized to sell hides and skins at 608 Fifth Ave. Frances Rifkin is principal.

• **Leon Klein** and **Mannie Shapiro** have formed **Raynye Gloves** with

headquarters at 10 East 39th St., New York. Klein will act as president and sales manager while Shapiro will serve as secretary in charge of production and sales.

Tennessee

• Employees of **Southern Sole Co.**, subsidiary of **General Shoe Corp.**, Nashville, recently voted 142 to 46 against affiliating with the **Boot and Shoe Workers Union, AFL**. The election was sponsored by the National Labor Relations Board.

**JUST AS YOU
LIKE THEM**

1 with
HIGH COVERING
POWER

2 affording
MORE NATURAL
APPEARANCE

3 make
WHITE SHOES
LOOK WHITER

4 can be
RAGGED OR
BRUSHED
to Desired Lustre

**HADLEY'S COMBINATION
WHITE CLEANER AND POLISH**

Easy to apply, economical, leaves
natural appearance to all leathers.

**WHITE
uniformers**

by HADLEY'S

... FOR WHITE KID,
CALF OR SIDE
LEATHER and ELK



SEE YOUR NEAREST REPRESENTATIVE OR WRITE US DIRECT

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HADLEY BROS. UHL CO.

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DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK

R. A. Brea—Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

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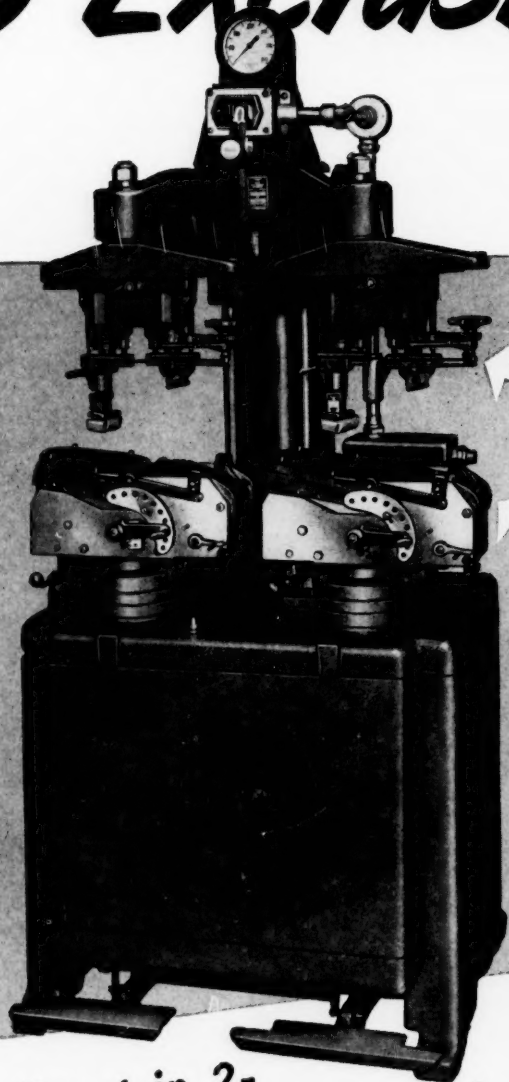
BOSTON—Bergman & Brookhouse, 112 Beach St.
ST. LOUIS AND SOUTHWEST: O. B. Dahm,
1602 Locust St., St. Louis, Mo.
MILWAUKEE—H. I. Stewart, 918 North 4th St.
ENGLAND—Davis Canadian Leathers Ltd.,
3 Granby St., Leicester

DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.
CALIFORNIA—A. J. & J. R. Cook Co.
Los Angeles—1220 Maple Ave.
San Francisco—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

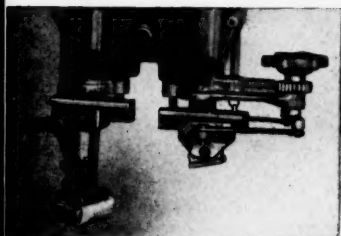
3 Exclusive



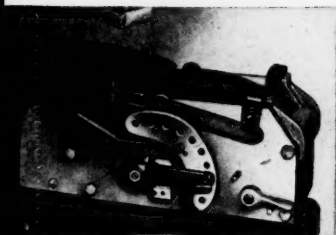
The finest in 2-
station press equipment for use
with pressure-sensitive cements

Features!

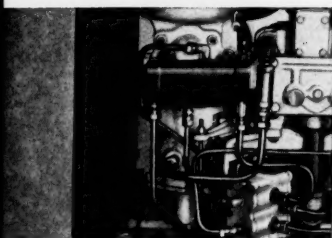
With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism
accommodates all heel heights



Pad boxes can be angled
to aid operator



Timing device controls time
under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features—

1 Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

2 New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

3 Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting *both* stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

For complete details call the nearest United branch office.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

LEATHER and SHOES

SHOE RESEARCH

(Continued from Page 10)

were still in very good condition. Rubber technologists know how to make much longer-wearing heels, and some cooperative research should soon make it possible to recommend formulations for the heels that would not be too expensive, yet would give wear comparable to that of the rest of the shoe. In figure 2 we see a pair of shoes identical in construction except that two different types of upper leathers were used. The right shoe (at the reader's left) has obviously suffered much less scuffing and abrasion. Leather technologists can already tell us the differences between the leathers, and some additional research should make it possible to produce boys' shoes with the more durable leather. Figure 3 shows a shoe with a synthetic sole of a popular type, which is generally conceded to wear much longer than vegetable leather, but which has "grown" in service until it is fully half an inch longer than the shoe, and has consequently broken all the stitches holding it to the welt. Perhaps research could find out how to decrease this "growth" by changing the composition of the polymer of which it is made, or by adding fillers. The manufacturers who can offer a product in which these difficulties are overcome will not only be in an obviously far better competitive position, but will be rendering a real service to the nation by providing better footwear for our boys.

Another section of the physics and engineering divisions might properly include shoemaking and repairing equipment in the scope of its studies. While the larger shoe machinery companies are doing a very extensive job of research on new equipment, and devices are generally thoroughly tested by them before being put on

the market, there are still some problems arising in connection with their use that could be analyzed and solved by a group especially trained for this task, and there are occasional devices brought out by individual inventors or small organizations, that could benefit by further development. Few shoe factories can afford to study in detail the latter class of equipment, but a research institute could go a long way toward evaluating the potentialities of new devices. Such problems as the best methods of handling synthetic threads and plastic uppers and sole materials could well be handled by this unit. It might also conduct research on more basic subjects, as for example the construction of shoe uppers by cementing rather than sewing processes, or the attaching and replacing of rubber heels by vulcanizing them to the heel lift instead of by nailing.

Physiological Studies

A second division of this research institute, slanted perhaps more toward the consumers' problems, might deal with physiological, medical, and anatomic subjects. The sizes of feet and the sizes and standards for lasts form perhaps the most obvious project in this division. Our present last sizes are essentially those set up more than 60 years ago. The fact that they are still passable certainly speaks well for our last makers, but it seems certain that great improvements could be made. The book "Podometrics," by Doctor W. A. Rossi, is an example of creative thinking in this field. A new system of foot measurements could undoubtedly be devised that would be much easier for the last maker to use, and would result in better fit of shoes. It also seems clear that we need a new foot-size survey for statistically well chosen samples of considerable segments of our population. The value of such surveys

has been established for body measurements in the United States, and for foot surveys in other countries, but we have no means of knowing that the results of foreign surveys will be applicable to the racially different population of this country. It is conceivable that new standards for last sizes would not only benefit consumers by giving them better fitting shoes, but might also result in a substantial decrease in the number of sizes that might have to be carried in regular stock, something that would benefit both manufacturers and retailers. It must be realized, however, that the matter of last sizes is even more complex than it appears at first glance, since lasts of the same nominal size must often be quite different in details of shape for shoes of different types and purposes.

Another section in the physiology division might take as its field problems of foot comfort as related to shoe materials and climatological factors. Our armed services have been particularly concerned with foot comfort under climatic conditions rarely encountered by civilians in this country. The Tanners' Council Laboratory has done some work on physical properties of soling materials related to foot health and safety. The quantity of footwear currently manufactured for the military forces would certainly justify a greater effort by the industry to assist in its improvement, both from the economic and patriotic points of view. Problems of foot health for our civilian population also demand study, as the National Association of Chiropodists or the National Foot Health Council can testify. These problems also shade almost imperceptibly into the orthopedic field, which has seen some very fine work, but also, unfortunately, some quackery, and certainly needs further attention.



Figure 1. Boy's shoes worn in actual service, showing rubber heels that wore out long before the rest of the shoes. Why?



Figure 2. Pair of boy's shoes with upper leathers of different tannages. The upper leather in the right shoe shows much less scuffing and abrasion. Why?

Turning now to an entirely different sort of research, we might anticipate that the industry would want its shoe research institute to study some problems that reflect the managerial point of view. A division of management techniques might include in its field such projects as studies of various means of conveying shoes and parts through the factory, the arrangement of operations within a department of the factory and of the different departments with relation to each other, ticketing and stock control procedures, time and motion studies, and the effect of physical surroundings on the comfort and productivity of employees. It will hardly be necessary to suggest detailed projects of this sort to shoe manufacturers in the preliminary stages of considering a research institute, but merely to note that all these are concerned more or less directly with efficiency of production, and could reasonably be expected to lead to significant economies in the manufacture of shoes.

There are other phases of manufacturing that we have not mentioned; they include such things as economics, fiscal and tax matters; labor relations; styles, and merchandising problems. Such subjects are less directly related to the shoe as a physical entity and the handling of the shoe in the factory. When the organization of a well-integrated shoe research organization is under consideration, they would seem less suitable for inclusion than the other fields mentioned, and possibly should be handled by entirely separate organizations. While opinions will doubtless differ widely on what kinds of projects should be included, we can start thinking on the basis of the three research divisions outlined.

Internal Administration

There would also be needed an internal administrative or service unit, covering such functions as personnel administration, finance and accounting, library, clerical service, maintenance work, purchase and supplies, a central shop, and so forth. For operating efficiency and coordination, the heads of the three divisions should report directly to a research director, who would be the administrative head of the entire institute. This director, in turn, might report to a supervisory committee representing the sponsoring organization. It would be the function of the supervisory committee to frame the general policies of the institute and to decide the directions in which re-



Figure 3. Boy's shoe showing the "growth" of a synthetic sole during wear, resulting in breaking of stitching.

search should proceed and the broad outline of research projects. It would have the general functions and responsibilities of a board of directors. The research director would be responsible for carrying out the policies laid down by the supervisory committee, and for the conduct of research. It would be his duty to recommend new projects to the committee, and to report periodically on the progress of various undertakings of the institute. Within the financial and policy limitations placed on him, he would be responsible for the selection of personnel and equipment, and the prosecution of research.

The organization and functions proposed are presented more compactly on Page 9.

One of the first questions likely to be asked about a research institute for the shoe industry is, "Who will support it?" In other countries that have shoe research organizations, the national government plays a leading or important role in financial support. In the United States, such a scheme does not seem desirable or feasible. Our political and economic system is not as socialistically inclined as those of other countries having shoe research groups. We have no mechanism for mutual industry-government support of research of a continuing nature. Moreover, a scheme of joint support is not readily reconciled with our philosophy of free enterprise, and so would be unlikely to command whole-hearted support in industry. Further, it would introduce complexities in the choice of projects of most interest to the industry, in financial accounting, and in the reporting, patenting, and utilization of new discoveries, which would undoubtedly delay progress.

A possible alternative is that the

research be conducted entirely by a Government laboratory. There are several practical objections to this idea. First, there is no Government laboratory now in existence that would cover all the phases of shoe research mentioned above, namely, physics, physiology, and management techniques. The Government, indeed, has no laboratory engaged in industrial research as such, that is, as distinguished from the utilization of agricultural or mineral resources, except for limited research directly related to the interests of the Government. There seems to be no direct Government interest in shoes sufficient to justify research of the needed scope.

The conclusion appears inescapable that the establishment and conduct of a shoe research institute should be an industry effort. This would not preclude the acceptance of support from other sources under mutually acceptable conditions. Such other sources might include the retail shoe business, organized consumer groups, or manufacturers of materials used in shoes. The possibility of contracts to do shoe research for Government agencies, as many college and independent laboratories are now doing in other fields, might also be considered. The management and principal financial support of the enterprise, however, should come from the industry.

Cost of Research

The cost of a research institute is the next question likely to be asked. It would depend on several factors, but most directly on the number of persons on the staff and the variety and complexity of equipment needed. This whole topic would require considerable preliminary study by the sponsoring body, but a few tentative figures may be mentioned as a starting point.

S. G. Shuttleworth, Director of the South African Leather Industries Research Institute, has said, "... it is right and proper that the American footwear industry should found an institution on a scale that would assume world leadership in shoe research." The figures to be given are predicated upon the assumption that such world leadership is contemplated. It is clear that the size of the American industry and the resources at its disposal would permit this, but any substantial reduction of spending below the level proposed would be unlikely to allow attainment of this goal.

Many industrial enterprises devote

one percent of their gross sales revenue to research, and the figure can profitably be made several times higher in some instances, as the experience of some companies has shown. Let us assume that only half of the industry, based on gross sales, would contribute to the support of this research institution, and that of the one percent of the revenue that they spend on research, two-thirds is spent within the company, and only one-third contributed to the institute. We then arrive at a possible figure of \$2.5 million annually for the support of the research institute, which seems more than enough to cover the expenses of a research organization that could assume world leadership on shoe research.

Approaching the cost problem from another angle, we can see that the cost will be roughly proportional to the number of technical research employees. A research organization can not be created overnight, and a shoe research institute would do very well to have as many as 50 technical people efficiently at work by the second year of operation, in view of the present shortage of scientific personnel. Experience of other research organizations shows that the annual cost for each technical person is in the neighborhood of \$13,000, or about \$6,000 for each employee, both technical and non-technical. For each technical employee, from one to 1.5 non-technical employees can be expected, usually nearer the latter figure. Thus for 50 technical employees, an annual budget in the region of \$650,000 should be anticipated.

The other important phase of the cost problem is the capital necessary to put the laboratory in operation, including buildings, facilities, and equipment. Again estimating on the basis of the experience of other research organizations, a rough figure of \$8,000 per employee may be taken. For 120 employees, including 50 technical men, the total would be about \$1 million. This figure would be subject to considerable revision, depending on the details of the functions desired.

Basis of Contributions

The basis of contributions from the various companies would have to be worked out by the sponsoring organizations. Some cooperative industry research endeavors are supported by assessments of a certain amount per unit of product, while others are based on gross sales. It seems reasonable that the manufacturer of a high-priced shoe would

derive more benefit per shoe from research than would the manufacturer of a medium-priced shoe, but perhaps not in direct proportion to the ratio between the prices of the two lines of shoes. The shoe industry might find some form of contribution reasonable that takes into account both quantity of production and price per pair, but this would have to be the subject of further study.

Research can not be turned on and off like a water faucet—considerable time is required to get it under way, and its sudden curtailment not only handicaps the research workers but results in economic loss through the wastage of partially completed projects. Many company research appropriations are therefore based, not on year-to-year fluctuations in gross sales, but on some form of moving average, such as gross sales for the past three years plus a two-year estimate of future sales. This procedure tends to stabilize the amount of research effort, while at the same time giving due regard to ability to pay for research and to the desirability that research be commensurate with future growth.

Location of Institute

The location of the research institute and the nature of its association with the industry and with centers of gravity of the shoe industry would be desirable, and this would limit consideration to sites east of the Mississippi and north of the Potomac and Ohio Rivers. Proximity to a cooperating shoe factory might also be sought. There are arguments for and against a direct connection with a large university, such as availability of graduate students for laboratory work, with prospects of their becoming permanent members of the staff or training for research positions in the industry; the stimulation afforded by teaching and certain types of research in an academic atmosphere; and the complication of setting up satisfactory working agreements with a university. Whether such a direct connection is established or not, it seems clear that a shoe research institute would derive marked benefits from nearness to colleges of engineering and medicine and to research institutions in related fields.

The policy of the institute with regard to the manner of distributing and publishing results should receive early and definitive consideration. Findings in fundamental research, consistently with the purpose in do-

ing such work, should be promptly published in media of wide distribution among scientists. The results of "trouble-shooting" activity will obviously be immediately available to the factories where the trouble was studied, and should also be made available as promptly as possible to all contributing manufacturers.

Publication of Results

The publication of results of applied and development research presents a bigger problem. Certainly they should go to contributing manufacturers as soon as possible; the question is how and when they should be made public. Immediate publication destroys one of the inducements for manufacturers to support the research program — why should one contribute if the non-contributor gets results just as soon? On the other hand, experience in many fields has shown that technical secrets can not be preserved indefinitely. In some instances patents may be used to reserve inventions to contributors on more favorable terms than for non-contributors. Where new developments are not patentable, some research institutes make the results public after a certain period of years.

This discussion has shown that a national shoe research institute should preferably be sponsored by the industry, and that industry-wide support would reduce the initial financial burden to a level that could readily be borne. It would appear desirable, then, that some national association of other group representing a broad segment of the industry should undertake to develop and support this institute. The alternative would be the creation of a new organization for this purpose, which would certainly be an expensive and time-consuming proposition. We have pointed out a number of problems requiring solution before the actual formation of a research institute. Perhaps any association desiring to consider the matter would prefer to set up a committee of its members to study these problems and make recommendations before committing itself finally to undertake this endeavor.

The ideas advanced in this article cover a wide range of topics. They vary in degree of practicality—some may be generally accepted, others are admittedly visionary. All are of the functions desired, and might be increased to allow room in the buildings for expansion, but in any case it would seem to be well within the capabilities of the industry.

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Wanted and For Sale

Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF
Shoes including Close outs,
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Also LEATHER SURPLUS and REMNANTS.
WRITE
MATT AMROSE & SONS,
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Suftko Tool & Die Co.

MFR. of patented single glove turning machine for work gloves, also a 4-finger turning machine for dress or canvas gloves—absolutely guaranteed to eliminate all punching holes in fingers. Mfr. glove dies, sporting goods dies, shoe dies, clicker dies, leather edge dye staining brush 3 oz. capacity. Also repair and sharpening dies. Write to 4653-4655 Carroll Ave., Chicago 24, Ill. Telephone Van Buren 6-9112

For Sale

1 Slocomb staking machine. Excellent condition. With or without motor. Contact Mr. Blake, Mele Manufacturing Co., 9834 Jamaica Ave., Richmond Hill 19, N. Y.

For Sale

Equipment for small work and industrial glove shop. Located in New York state. Address A-1, c/o Leather And Shoes, 300 West Adams St., Chicago, Illinois.

Shoe Machinery and Equipment

For Sale

Complete factory and office equipment in excellent operating condition. Full equipment for entire plant to manufacture up to twenty-five hundred pairs daily women's high grade shoes—or adapted to other type shoes. Will sell in whole or part. Address A-1, c/o Leather And Shoes, 300 West Adams St., Chicago, Ill.

Help Wanted

Treeing and Packing Room Foreman

If you are a real foreman, not just a supervisor, and have experience operating a treeing and packing department, we will be pleased to have your application. Write to:

J. P. SMITH SHOE CO.,
671 No. Sagamore St.,
Chicago 22, Illinois

Service Man

Service Man to demonstrate and adjust shoe finishes in shoe factories in Middle West area. Kindly state age, experience, salary expected and draft status. All replies will be held strictly confidential. Address M-10, c/o Leather And Shoes, 300 W. Adams St., Chicago, Illinois.

Technician

Technician. Man with technical training on all types of shoe machinery for sales service work with prompt thread manufacturer. Travel necessary. References required. Address M-11, c/o Leather And Shoes, 300 W. Adams St., Chicago, Ill.

Salesman

Salesman wanted by prominent synthetic thread manufacturer for the New England territory on an exclusive basis. Must know territory. Provide references. Address M-12, c/o Leather And Shoes, 300 W. Adams St., Chicago, Illinois.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

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300 W. Adams St. Chicago 6

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SALESMAN WANTED: Selling to shoe and slipper manufacturers in New York City and Brooklyn.

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LASTING and making rooms. 20 years' experience women's shoes. Prefer N. E., but will go anywhere. Write Box Z-13, Leather and Shoes, 10 High St., Boston, Mass.

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18 YEARS' experience. Prefer women's lines. Prefer N. E., but will go anywhere. Write Box Z-14, Leather and Shoes, 10 High St., Boston, Mass.

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WE CAN CUT your leather or cotton goods on a contract basis and save money for you.

Address M-5,
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Calling on shoe and novelty trade. Tops in personality, energy and intelligence. Desires new accounts to represent on exclusive commission basis. Address A-2, c/o Leather And Shoes, 300 West Adams St., Chicago, Ill.

West Coast Agencies

Wanted by unusual, personable, intelligent, energetic, experienced sales manager calling on the shoe and novelty trade on a strictly commission basis. Address A-3, c/o Leather And Shoes, 300 West Adams St., Chicago, Ill.

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Mr. Jennings details the facts about the shoe plant audit, profit and loss statements, credit analysis, and bank loans. Here's a book that gives you the answers to your money questions, helps you organize costs and cost accounting—shows you how to put your plant on a better fiscal basis.

Get a copy of "Bank Loans to Shoe Manufacturers" now. It will save its low cost of only \$3.00 every day you use it.

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me copies of "Bank Loans
to Shoe Manufacturers" by E. Morton
Jennings, Jr.

Name
Address:
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Coming Events

Jan. 12, 1952—Eighth Annual Banquet of New England Shoe Foremen's and Superintendents' Association. Hotel Statler, Boston.

Jan. 13-16, 1952—Second Market Week by members of The Boot and Shoe Travelers Association of New York.

Jan. 19, 1951—Special industry meeting of Tanners' Production Club of Wisconsin. Plankinton House, Milwaukee, Wis. Papers to be given on leather processes and chemistry.

Jan. 19-23, 1952—38th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Travelers Association. Penn-Sheraton Hotel, Philadelphia, Pa.

March 9-12, 1951—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Show-ing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council, Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Deaths

John W. Rath

... 79, meat packing executive, died recently in Waterloo, Iowa, of a heart ailment. He was co-founder of the Rath Packing Co., Waterloo, one of the nation's largest independent meat packers. Rath and his cousin, E. F. Rath of Dubuque, founded the packing firm in 1891. He was a past chairman of the National Livestock and Meat Board and the American Meat Institute and had resigned recently after many years as a board member of the Illinois Central Railroad.

Arthur E. Wright

... 68, retired shoe salesman, died recently in Phoenix, Ariz. A native of Woods Hole, Mass., he had been active in the shoe business for more than 50 years. He was a partner in the wholesale business in the firm of A. W. Tedcastle & Co. until 1931. From 1931 to 1951 he represented various shoe manufacturers, including R. B. Ireland Shoe Co., Bell Bros. Co., D. H. & G. H. Bell Shoe Co., Little Folks Shoe Co., Freeport Shoe Co. and Braga Shoe Co. He traveled nearly all parts of the United States during the past twenty years and prior to that time had traveled parts of Europe and Central and South America. He was active in civic affairs, serving as a member of the School Committee and Republican Town Committee. He was also a charter member of the Odd Fellows at Sharon, Mass., and a Mason and Shriner. He moved to Phoenix, Ariz., in 1949 and traveled from there until Jan. of 1951. He is survived by his wife, A. Mercy; three daughters, Mrs. Cathella Walters, Mrs. Elizabeth Adler, Mrs. Harlow Chandler; and a son, Arthur E. Wright, Jr., who is now representing some of the various concerns mentioned above.

Index to Advertisers

Acme Leather Co., Inc.	21
Amalgamated Leather Cos., Inc.	16
American Extract Co.	23
Armour Leather Co.	19
Avon Sole Co.	2
Barbour Welting Co.	20
Blackwith Mfg. Co.	7
Blackhawk Tanners	18
Boston Machine Works Co.	10
Carr Leather Co.	18
Chemical Services Corp.	33
Crompton-Richmond Co., Inc.	15
Davidson Rubber Co.	24
Davis Leather, Inc.	27
Dewey & Almy Chem. Co., Inc.	
Eagle-Ottawa Leather Co.	Front Cover
Gaywood Mfg. Co.	21
Gebhardt, A. L. Co.	34
Gilbert & Co., Inc.	26
Goodrich, B. F. Chem. Co.	5
Greenebaum, J., Tanning Co.	14
Hadley Bros.-Uhl Co.	27
Hebb Leather Co.	21
Jameson, C. F. & Co., Inc.	17
Korn Leather Co.	20
Lincoln, L. H. & Son, Inc.	22
Lynn Innersole Co.	Back Cover
Manasse-Block Tanning Co.	26
McAdoo & Allen Welting Co.	14
Ohio Leather Co., The	19
Ross, A. H., & Sons Co.	19
Rotary Machine Co., Inc.	34
Shoe Retailers Buying Guide	26
Split Sales, Inc.	25
Standard Embossing Plate Mfg. Co.	24
Stern Can Co., Inc.	19
Surpass Leather Co.	20
United Shoe Machinery Corp.	28, 29 and 35
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MODEL A

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